



PaladinNsight: Uncover and Reduce Non-Performing Inventory

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WHAT YOU'LL LEARN

- What are non-performing assets
- How the Non-performing Assets Tool will help you
- Non-performing Assets Tool views
- Non-performing Assets Meter
- Non-performing Assets Viewer
- Non-performing Assets Details
- Best Practices: Buying strategies that help you succeed

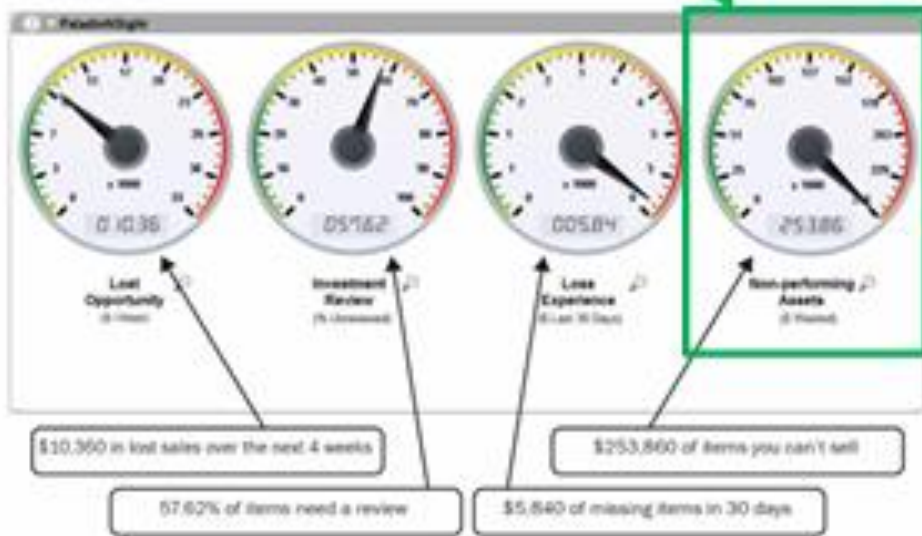
Non-performing assets



- When your investment dollars are tied up in inventory that you can't sell, you have non-performing assets. These dollars represent wasted opportunity.
- If they were available, you could use them to purchase items that sell or for other business needs.
- When you respond to non-performing assets by making intelligent changes to your buying habits, you will minimize wasted dollars.

The Non-performing Assets Tool can help you

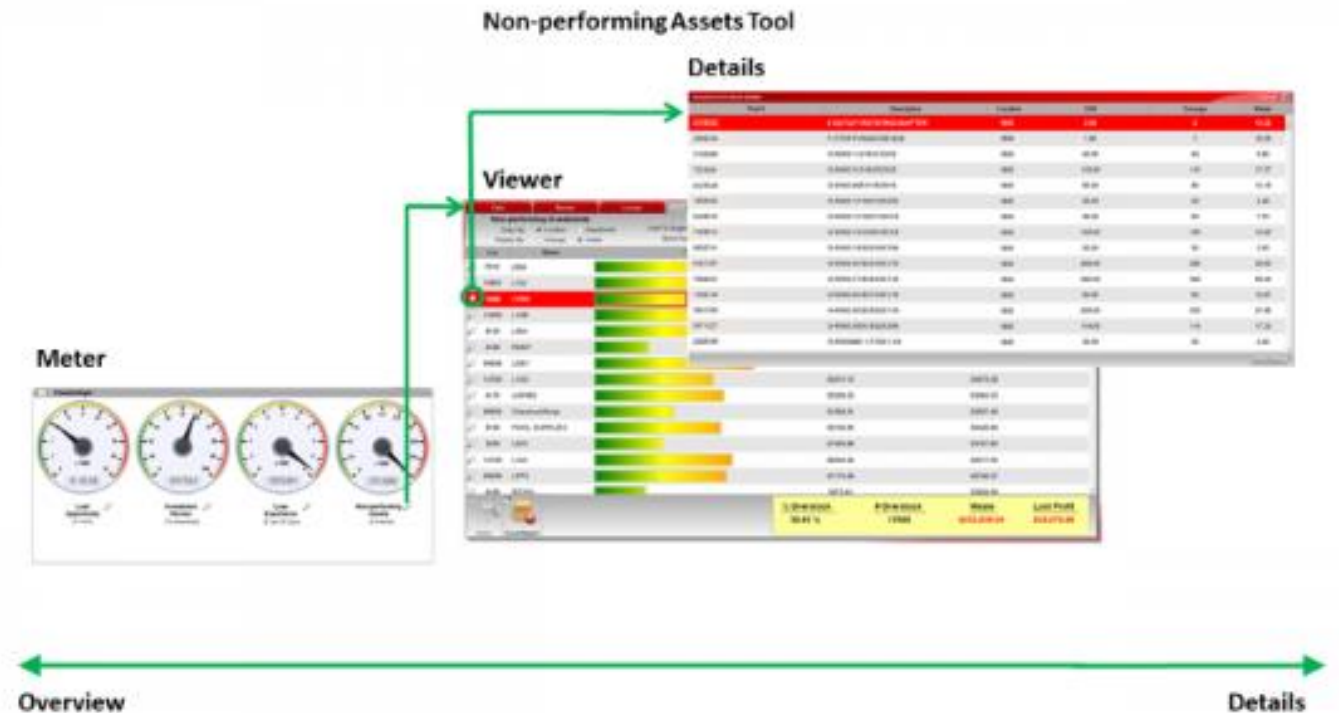
PaladinNsisght™
dashboard



- The **Non-performing Assets Tool** identifies wasted investment dollars and provides the knowledge to make changes.
- The **Non-performing Assets Tool** is part of the **PaladinNsisght™** dashboard and tools that are available in the Inventory module.
- **PaladinNsisght™** is powered by Paladin's sophisticated **Market-Driven Inventory Management™** system.

Non-performing Assets Tool views

- The **Non-performing Assets Tool** provides multiple levels of detail to help you identify and investigate wasted investment dollars.



Non-performing Assets Meter A bird's eye view



- The **Non-performing Assets Meter** shows you the total investment dollars with no return.
- When viewed over time, this value is a report card on your investing habits.
- **Tip:** Monitor this meter daily for investment performance trends. Ideally, this meter value should be a low number, or it should be decreasing as you improve your inventory management practices.
- **Tip:** If the meter value is on the rise, investigate why to stop the trend.

Non-performing Assets Viewer

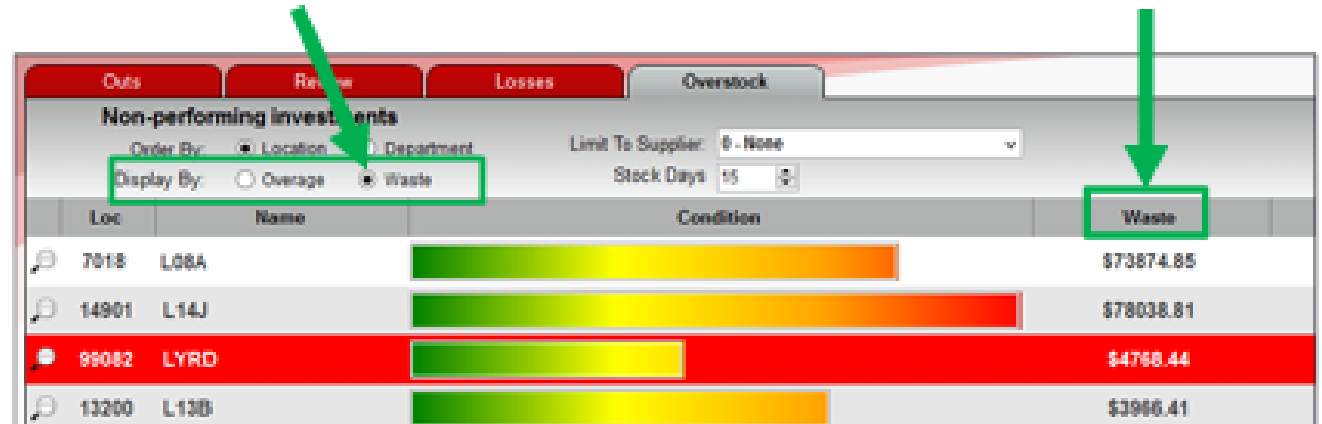


- Click the **Non-performing Assets Meter** magnifying glass to open the **Non-performing Assets Viewer**.
- Use the viewer and its options to analyze the non-performing assets as wasted dollars or overstock quantities.
- You can customize your view by selecting:
 - Departments or locations
 - Wasted investment \$ or overstock quantities
 - Number stocking days
 - Supplier
 - Column values

Non-performing Assets Viewer

- **Tip:** Investigate the inventory with the most wasted investment dollars first. Then work your way down the list.

1. In the **Display By:** options, select **Waste**.
2. Click the **Waste** column title to display the largest waste amount on top.

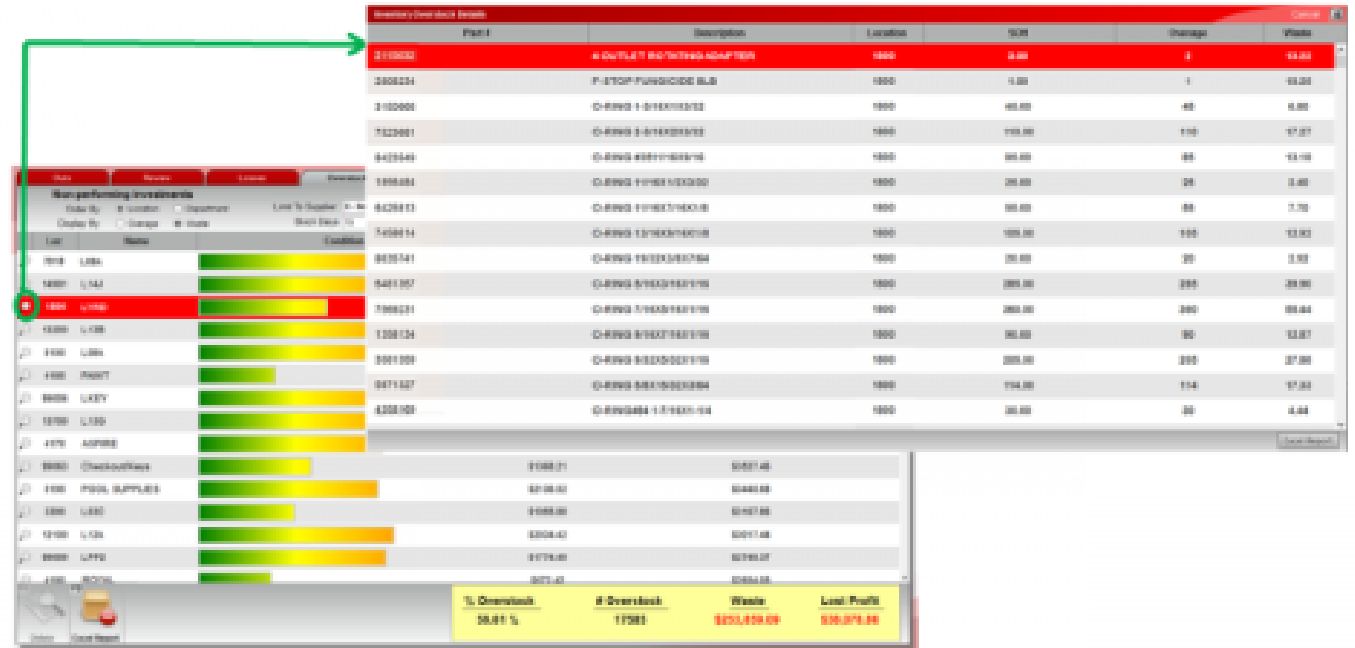


Non-performing Investments			
Order By: ☒ Location ☐ Department		Limit To Supplier: 0 - None	
Display By: ☐ Overage ☒ Waste		Stock Days: 15	
Loc	Name	Condition	Waste
7018	L08A		\$73874.85
14901	L14J		\$78038.81
99082	LYRD		\$4768.44
13200	L13B		\$3966.41

Inventory Overstock Details: A wasted dollars worksheet

- To see an itemized list of stock-on-hand (SOH) overage in a department or location, click the magnifying glass to open the **Inventory Overstock Details** view.

Opening the Non-performing Assets Details



Item	Location	SOH	Overage	Waste
10000000	1000	1000.00	1000.00	1000.00
10000001	1000	1000.00	1000.00	1000.00
10000002	1000	1000.00	1000.00	1000.00
10000003	1000	1000.00	1000.00	1000.00
10000004	1000	1000.00	1000.00	1000.00
10000005	1000	1000.00	1000.00	1000.00
10000006	1000	1000.00	1000.00	1000.00
10000007	1000	1000.00	1000.00	1000.00
10000008	1000	1000.00	1000.00	1000.00
10000009	1000	1000.00	1000.00	1000.00
10000010	1000	1000.00	1000.00	1000.00
10000011	1000	1000.00	1000.00	1000.00
10000012	1000	1000.00	1000.00	1000.00
10000013	1000	1000.00	1000.00	1000.00
10000014	1000	1000.00	1000.00	1000.00
10000015	1000	1000.00	1000.00	1000.00
10000016	1000	1000.00	1000.00	1000.00
10000017	1000	1000.00	1000.00	1000.00
10000018	1000	1000.00	1000.00	1000.00
10000019	1000	1000.00	1000.00	1000.00
10000020	1000	1000.00	1000.00	1000.00
10000021	1000	1000.00	1000.00	1000.00
10000022	1000	1000.00	1000.00	1000.00
10000023	1000	1000.00	1000.00	1000.00
10000024	1000	1000.00	1000.00	1000.00
10000025	1000	1000.00	1000.00	1000.00
10000026	1000	1000.00	1000.00	1000.00
10000027	1000	1000.00	1000.00	1000.00
10000028	1000	1000.00	1000.00	1000.00
10000029	1000	1000.00	1000.00	1000.00
10000030	1000	1000.00	1000.00	1000.00
10000031	1000	1000.00	1000.00	1000.00
10000032	1000	1000.00	1000.00	1000.00
10000033	1000	1000.00	1000.00	1000.00
10000034	1000	1000.00	1000.00	1000.00
10000035	1000	1000.00	1000.00	1000.00
10000036	1000	1000.00	1000.00	1000.00
10000037	1000	1000.00	1000.00	1000.00
10000038	1000	1000.00	1000.00	1000.00
10000039	1000	1000.00	1000.00	1000.00
10000040	1000	1000.00	1000.00	1000.00
10000041	1000	1000.00	1000.00	1000.00
10000042	1000	1000.00	1000.00	1000.00
10000043	1000	1000.00	1000.00	1000.00
10000044	1000	1000.00	1000.00	1000.00
10000045	1000	1000.00	1000.00	1000.00
10000046	1000	1000.00	1000.00	1000.00
10000047	1000	1000.00	1000.00	1000.00
10000048	1000	1000.00	1000.00	1000.00
10000049	1000	1000.00	1000.00	1000.00
10000050	1000	1000.00	1000.00	1000.00
10000051	1000	1000.00	1000.00	1000.00
10000052	1000	1000.00	1000.00	1000.00
10000053	1000	1000.00	1000.00	1000.00
10000054	1000	1000.00	1000.00	1000.00
10000055	1000	1000.00	1000.00	1000.00
10000056	1000	1000.00	1000.00	1000.00
10000057	1000	1000.00	1000.00	1000.00
10000058	1000	1000.00	1000.00	1000.00
10000059	1000	1000.00	1000.00	1000.00
10000060	1000	1000.00	1000.00	1000.00
10000061	1000	1000.00	1000.00	1000.00
10000062	1000	1000.00	1000.00	1000.00
10000063	1000	1000.00	1000.00	1000.00
10000064	1000	1000.00	1000.00	1000.00
10000065	1000	1000.00	1000.00	1000.00
10000066	1000	1000.00	1000.00	1000.00
10000067	1000	1000.00	1000.00	1000.00
10000068	1000	1000.00	1000.00	1000.00
10000069	1000	1000.00	1000.00	1000.00
10000070	1000	1000.00	1000.00	1000.00
10000071	1000	1000.00	1000.00	1000.00
10000072	1000	1000.00	1000.00	1000.00
10000073	1000	1000.00	1000.00	1000.00
10000074	1000	1000.00	1000.00	1000.00
10000075	1000	1000.00	1000.00	1000.00
10000076	1000	1000.00	1000.00	1000.00
10000077	1000	1000.00	1000.00	1000.00
10000078	1000	1000.00	1000.00	1000.00
10000079	1000	1000.00	1000.00	1000.00
10000080	1000	1000.00	1000.00	1000.00
10000081	1000	1000.00	1000.00	1000.00
10000082	1000	1000.00	1000.00	1000.00
10000083	1000	1000.00	1000.00	1000.00
10000084	1000	1000.00	1000.00	1000.00
10000085	1000	1000.00	1000.00	1000.00
10000086	1000	1000.00	1000.00	1000.00
10000087	1000	1000.00	1000.00	1000.00
10000088	1000	1000.00	1000.00	1000.00
10000089	1000	1000.00	1000.00	1000.00
10000090	1000	1000.00	1000.00	1000.00
10000091	1000	1000.00	1000.00	1000.00
10000092	1000	1000.00	1000.00	1000.00
10000093	1000	1000.00	1000.00	1000.00
10000094	1000	1000.00	1000.00	1000.00
10000095	1000	1000.00	1000.00	1000.00
10000096	1000	1000.00	1000.00	1000.00
10000097	1000	1000.00	1000.00	1000.00
10000098	1000	1000.00	1000.00	1000.00
10000099	1000	1000.00	1000.00	1000.00
10000100	1000	1000.00	1000.00	1000.00

Inventory Overstock Details: A wasted dollars worksheet

- The **Details** view breaks down overstock and wasted investment dollars by item.
- Use this information to recognize past purchasing mistakes and learn from them.
- To open the non-performing items list in Excel, click **Excel Report**.



Inventory item information

Total stock-on-hand (SOH)

Stock-on-hand (SOH) you can't sell

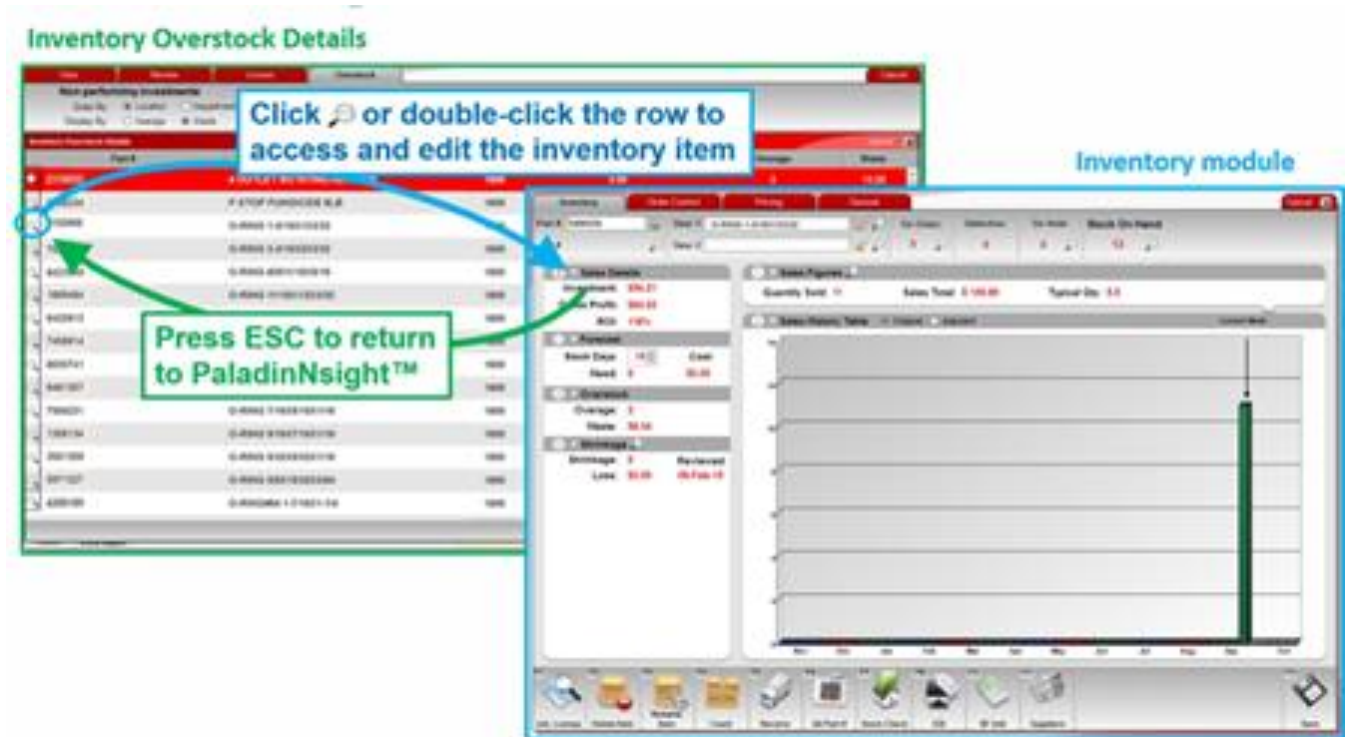
Investment \$ you can't use

Part #	Description	Location	SOH	Storage	Waste
210000	4 OUTLET ROTATING ADAPTER	1000	3.00	0	13.30
2004234	P-8 TOP PLUNGER/DRILL	1000	1.00	1	18.00
3100000	O-RING 1-01EX13302	1000	49.00	49	6.80
7523001	O-RING 3-01EX13302	1000	119.00	119	17.27
842040	O-RING 80011100010	1000	89.00	89	13.18
1000404	O-RING 1110X110X302	1000	29.00	29	3.40
8420013	O-RING 1110X110X10	1000	99.00	99	7.70
7400014	O-RING 1210X9100X10	1000	109.00	109	12.82
8000701	O-RING 1802X100X104	1000	20.00	20	2.83
8401307	O-RING 810X3100X10	1000	289.00	289	38.80
7000201	O-RING 310X3100X10	1000	340.00	340	45.64
1300134	O-RING 910X1100X10	1000	90.00	90	12.87
3001000	O-RING 800X300X10	1000	209.00	209	27.88
9071307	O-RING 50X1800X04	1000	114.00	114	17.33
4000100	O-RING 400 1.01EX1-010	1000	20.00	20	4.64

Export list to Excel

Inventory Overstock Details quick access

- You can open an inventory item's complete information in the **Inventory** module by clicking the item's magnifying glass.
- When you are done, press **ESC** to return to the **Inventory Overstock Details** view.



Buy only what you can sell

**Best
Practice**

- Quantity discounts may be tempting because of the large theoretical profit margins.
- If you can't sell these items quickly, you will have non-performing (wasted) investment dollars.
- If this money was available, you could use it to buy and sell other items or to improve your business in other ways.
- In other words, when you buy more than you can sell, you make less money.

Strive for breadth
instead of depth

Best Practice

- You make a better return on your investment (ROI) when items move quickly through your store.
- You also make money when customers buy more than what is on their shopping list.
- When you invest in a larger selection of items (breadth) rather than larger numbers of each item (depth), you offer customers more options and will make more money.

Take advantage of technology
and do less guessing

Best Practice

- It is not easy to accurately guess what customers want and need.
- Wise purchasing requires a detailed analysis of each item's sales history and must be done continually to be effective. Performing this analysis manually is prohibitive.
- Use the Suggested Order Report driven by Paladin's Market-Driven Inventory Management™ System. This report calculates optimal stock requirements based on extensive sales data analysis.

Learn More

To learn more, see the following resources in our [Help Portal](#)

[PaladinNsight™](#)

[PaladinNsight™: Boost your business](#)

[PaladinNsight™: Expose wasted investment dollars with the Non-performing Assets Tool](#)

A recording of this webinar will be available at portal.paladinpos.com/webinars.

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